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**The Bean**  
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**VOLUME 19 ISSUE 5**

## Lots of Talk About Dry Bean Acres

Mother Nature has certainly had a few more tricks up her sleeve this year than she did in 2012. From a late, wet planting season and more prevented plants acres, to late July frost in parts of North Dakota, it seems like this has been a rather strange growing season. There seems to be as much or more concern about the crop that did get planted as there is with the sharp decline in planted acres.



At the summer meeting of the Northarvest Bean Growers Association board of directors, we talked a lot about dry bean acres. While USDA's numbers show a sharp decline from last year, the US dry bean dealers say acres are about 100,000 less than USDA thinks.

This issue includes the latest USDA Crop Production report for dry beans, not only production estimates, but also acreage estimates by class. We also get updates from dry bean growers from various parts of the Northarvest region.

I hope you enjoyed the first segment of The Bean Beginning in our summer 2013 issue. That series continues in this issue with thoughts from some of the original leaders of our association. I think you'll find it interesting what drove those early organizers to form your association and the "can do" attitude they had nearly 40 years ago.

This issue also tracks a typical cargo of dark red kidney beans, grown primarily in the Perham, Minnesota area. While the majority of them still end up in a can, new export demand is showing up in parts of Europe due to reduced supplies out of China.

You'll also get crop updates from Mexico and Brazil, and reports on some recent trade missions on behalf of Northarvest beans.

We also have the latest on the farm bill, at least as of the time of the August recess.

The harvest season will soon be upon us. Please be safe.

*Dan Webster, President*

*Northarvest Bean Growers Association*



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## Bean Briefs

### NEW OFFICERS

At its July 11th annual reorganization meeting, the North Dakota Dry Bean Council elected a new slate of officers. Webster, North Dakota farmer Nick Kitsch is the new chairman. Scott Mund, from Milnor, was elected vice-chair, and Leann Schafer from New Rockford is the treasurer. Roger Carignan of Cavalier was seated as the new grower representative for District 1, replacing Walhalla farmer Tim Smith who served three terms and was not eligible to run.

### MAP, FMD FUNDS ALLOCATED

USDA's Foreign Agricultural Service has awarded \$173 million to 70

non-profit organizations and cooperatives through the Market Access Program for fiscal year 2013. MAP participants contribute an average 171 percent match for generic marketing and promotion activities and a dollar-for-dollar match for promotion of branded products by small businesses and co-ops. Under the Foreign Market Development Program, FAS will also allocate \$25 million to 26 trade organizations that represent US farmers. The organizations, which contribute an average 183 percent cost share, will conduct activities that help maintain or increase demand for US ag commodities overseas. The US Dry Bean Council received a MAP al-

location of \$1,257,472, and an additional \$103,916 through FMD.

### FRENCH CANNER

US Dry Bean Council representative for France, Johanna Stobbs, met in June with the purchasing manager of the William Suarin canning company in Paris, a key canner of US Great Northern beans. Francois Buisson travelled to Nebraska last fall to meet with the principal US suppliers of Great Northerns and is likely to repeat the trip again in 2014.

William Saurin purchases 6,000 metric tons of Great Northerns per year, half of which are from the US. The remainder are from Canada,



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*Chad Bigwood (front tractor) and his grandfather Roy (rear tractor) planted dry beans near St. Thomas, North Dakota on June 16th. Chad is 28 years old, and Roy is 88 and still helps with planting and combining. Rick Bigwood says his dad, Roy, is not intimidated by newer farming technology. The Bigwoods have been using RTK guidance systems on a couple tractors for a few years and Roy runs that technology while planting and operating a rotobearer. After planting with that system for the first time, Roy commented that in his lifetime,*

*he had gone from planting with horses to planting with a tractor that steered itself. Not many people can say that. Roy's cousin, Don, is married to Lynne Bigwood, the Northarvest Bean Growers Association's home economist.*

China or Argentina. The Great Northerns are used in traditional French cassoulet (white beans and sausage meat in a sauce). William Saurin buys directly from US suppliers. Buisson prefers to buy US product to ensure top quality and secure reliable delivery. US beans are reserved for William Saurin's premium label.

According to Stobbs, much of the trade visit discussion centered on the continuing economic crisis in France, with unemployment now approaching 11 percent, the highest in more than 15 years. The European Union continues to debate a new law which may come into effect in December 2014 which would

require all EU food manufacturers to put the country of origin of major ingredients and raw materials on labels. This would oblige William Saurin, for example, to label its cassoulet as containing dry beans from the USA. Buisson does not believe this legislation will become law since the 27 countries of the European Union have differing interests in labeling legislation and it seems unlikely that a consensus will be reached.

### NDSU PATHOLOGY NEWS

Jessica Halvorson, a graduate student in the Department of Plant Pathology at North Dakota State University, recently received second

place in the poster competition at the North Central American Phytopathological Society meeting in Kansas City. Halvorson is working on anthracnose, a study partially funded by the Northarvest Bean Growers Association. On July 8th, Dr. Kristin Simons joined the project as a post-doc. Simons comes very highly recommended and has begun working on the anthracnose project with Halvorson, identifying resistance to bacterial blight, and root rots, among other things.

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# Smaller Bean Crop Expected

USDA forecasts 2013 dry bean production at 24.6 million hundredweight, down 23 percent, or 7.3 million hundredweight from last year. Planted acres are down two percent (28,600 acres) from the June Planted Acreage report, and down 18 percent from last year. Harvested acres are off 19 percent. The average yield is down 94 pounds per acre from a year ago.

Compared to last year, pinto bean acreage is reportedly down 27 percent, navy bean acreage is down 25 percent, black bean acreage is down 23 percent, pink bean acreage is down 34 percent, and small red acreage is down 37 percent. Both light red and dark red kidney bean acreage are relatively unchanged

from last year. A boost in acreage from 2012 was reported in Great Northern beans by 37 percent, with the largest additional acreage located in Nebraska.

Production is forecast to be lower than last year in 15 of the 18 producing states, including the five largest producing states, North Dakota, Michigan, Minnesota, Nebraska, and Idaho.

North Dakota's dry bean crop forecast is 38 percent less than last year; Minnesota's crop is down 13 percent. The average yield in North Dakota is 15 bags, down from 17 last year. The average yield in Minnesota is 19.3 bags, compared to 20 last year.

*Continued on Next Page*

Class	2012	2013
	1,000 acres	
Large lima	9.7	6.7
Baby lima	12.9	6.8
Navy	262.8	197.7
Great Northern	55.6	76.3
Pinto	729.7	534.6
Black	216.8	167.0
Blackeye	37.4	33.5
Sm chickpeas	69.5	43.9
Lg chickpeas	138.4	172.0
Lt red kidneys	40.2	40.9
Dk red kidneys	46.2	49.0
Pink	29.4	19.3
Small red	40.0	25.3
Cranberry	4.7	4.1

## Dry Edible Bean Area Planted and Harvested, Yield, and Production - States and United States 2012 and Forecasted August 1, 2013

State	Area Planted		Area Harvested		Yield Per Acre <sup>1</sup>		Production <sup>1</sup>	
	2012	2013	2012	2013	2012	2013	2012	2013
	1,000 acres				pounds		1,000 cwt	
Arizona	13.5	12.0	13.4	12.0	2,070	1,900	277	228
California	58.5	50.0	57.5	49.5	2,270	2,300	1,304	1,139
Colorado	50.0	38.0	45.0	35.0	1,840	1,400	828	490
Idaho	145.0	120.0	144.0	119.0	2,100	2,100	3,024	2,499
Kansas	8.0	6.0	7.5	5.5	2,110	2,100	158	116
Michigan	200.0	180.0	197.0	175.0	1,790	1,900	3,526	3,325
Minnesota	160.0	145.0	155.0	140.0	2,000	1,930	3,103	2,702
Montana	32.0	19.2	31.1	18.1	1,500	1,800	466	326
Nebraska	145.0	130.0	133.0	120.0	2,400	2,100	3,193	2,520
New Mexico	9.8	13.0	9.8	13.0	2,200	2,240	216	291
New York	10.0	8.0	9.5	7.8	1,920	1,650	182	129
North Dakota	700.0	510.0	685.0	480.0	1,700	1,500	11,660	7,200
Oregon	10.5	8.0	10.5	8.0	2,460	2,300	258	184
South Dakota	13.0	15.0	12.9	14.0	2,060	1,700	266	238
Texas	22.0	25.0	17.0	22.0	800	1,220	136	268
Washington	115.0	115.0	115.0	115.0	1,930	1,900	2,220	2,185
Wisconsin	5.2	5.4	5.2	5.4	1,940	1,940	101	105
Wyoming	45.0	33.0	42.0	31.0	2,400	2,100	1,007	651
United States	1,742.5	1,432.6	1,690.4	1,370.3	1,889	1,795	31,925	24,596

<sup>1</sup>Clean basis.



## DEALER ESTIMATES

USDA's total acreage estimate is more than 200,000 above what dry bean dealer groups are estimating.

The realization that dry bean acres are less than USDA's estimate and concern about the lateness of the crop dominated discussion at the US Dry Bean Convention in Chicago, July 25-27.

Dry bean dealer organizations from across the US estimate this year's dry bean area at 1.2 million acres, 17 percent less than USDA's current estimate and 31 percent less than last year. US dry bean production is pegged at 21 million hundredweight, almost 11 million cwt below last year, a 34 percent decline.

Dealers peg this year's pinto bean crop at 8.29 million cwt, down more than 5 million cwt, or 39 percent from last year. The black bean crop is put at 2.48 million cwt, one-third less than a year ago. US navy bean production is estimated at 3.2 million cwt, down 33 percent from 2012.

The North Central Bean Dealers Association estimates total dry bean area in Minnesota, Wisconsin, North Dakota and South Dakota, at 556,650 acres. This is down 34 percent from a year ago, and 16 percent less than USDA's current planted acreage estimate. Production is down more than 30 percent, or about six million cwt. North Central Bean Dealers are using average yield estimates of 15 bags for pinto beans, 16 for navies, and 14.5 bags per acre for black beans.

## GROWER REPORTS

As of the end of July, the Bean-Grower received the following crop condition reports from a handful of growers in the Northarvest region.

## U.S. DRY BEAN DEALERS ESTIMATES

Variety	Acreage	Production	Carryover	Total Supply
Pinto	482,790	8,291,198	472,789	8,763,987
Pink	21,592	373,184	27,531	400,715
Small red	26,055	506,806	70,157	576,963
Small white	530	12,720	2,200	14,920
Navy	189,711	3,234,858	33,574	3,268,432
Great No.	79,254	1,582,753	82,306	1,665,059
Black	147,490	2,477,891	42,583	2,520,474
Cranberry	8,881	171,742	-	171,742
LRK	38,272	710,082	28,896	738,978
DRK	49,631	908,235	1,300	909,535
Lg lima	6,685	169,180	89,590	258,770
Baby lima	7,005	179,835	57,300	237,135
Blackeye	25,656	477,443	82,597	560,040
Garbanzo	99,738	1,361,841	48,200	1,410,041
Other	28,301	546,804	26,099	572,903
TOTALS	1,211,591	21,004,572	1,065,122	22,069,694

### Don Streifel, Washburn, ND:

The crop out here, I'm told, looks as good, or better than anywhere in the state. We had less than an inch of rain in the entire month of July, but we got a half-inch of rain this week and they've really perked up. They're vining nice and there's a lot of blossoms, but we're gonna need a rain pretty soon. They look really good. We had some frost damage last week, believe it or not, in July. It's hard to believe that but there's half a dozen different fields that I know of that are brown but they're gonna grow out of it; I don't see that there's any permanent damage. There's so much new growth coming yet. In this area I'd say dry bean acres are pretty close to last year, maybe down a little bit. There's more soybeans and corn than ever

before. Wheat acres are down considerably. I think the custom combiners are gonna be scratching their heads when they get here. The bulk of the dry beans in this area were planted between June 5th and 15th. The cool weather is what's saving these beans because it just wasn't raining, but we had a full bank of water and gave the beans a chance to root a little better but it's been staying in the 70s so they're starting to blossom using just basically ground water. As long as it stays 75 degrees they can take up enough water to keep themselves going.

### Leann Schafer, New Rockford, ND:

The crops look good in our area, blooming and setting pods. On some of the hills and sandy ground you can see some of stress from the heat and we haven't had much rain.



We planted the early part of June. Typically we try and hit that May 20th but this year we were planting between June 2nd and 10th. So, we're a couple weeks behind. A lot of people are looking at the full moon date in September. Dry bean acres are down, they figure 25 to 30 percent, at least, in the area because of the wet spring. There's more prevent plant acres here than we've had for quite a few years.

**Dan Webster, Penn, ND:** We'll have a crop if it doesn't freeze. We have to have a frost-free September, especially if it stays cool. The beans look good right now. They are shorter than normal, especially the soybeans. The North Central Bean Dealers Association thinks acres are down 100,000 from last year. The

Northarvest Bean Growers Association board has budgeted conservatively figuring acres are down 30-35 percent. In the Devils Lake area, we're down more than that. North of me, there's a lot of prevent plant.

**Grady Thorsgard, Northwood, ND:** The dry bean crop is fair.

There's good spots but there's a lot of poorer spots or some that got in too wet. It won't be as good as last year. It's coming along good. There's a lot of pods there. I guess some places are behind, but I don't think we have a problem there yet. Acres in this area are down some, probably 15 to 20 percent less than what was planned. We're getting pretty dry out west of Northwood so it's going to get critical real soon here.

**Norm Krause, Staples, MN:** The

dry beans for us look pretty decent. We raise irrigated kidney beans and were able to get on those fields and plant in a timely manner. So for the most part they look pretty good. I would say the crop is probably average or a little above. For those that didn't get 'em in on the 15th of May, they got 'em in probably around the first of June. The dry bean acres planted were pretty normal. I know a couple guys that are raising a few more black beans because they're gonna direct harvest them. So they put a few more acres of them in that they haven't had before. Other crops are probably two-to-three weeks late. The corn, for the most part, has just tasseled good in this area. Some hasn't tasseled and probably never will tassel.

**Mark Streed, Milan, MN:** My beans are blossoming and podding but they're at least a week to ten days behind a normal year. They look alright, they're starting to fill in the rows but there's drown-out. I probably got five percent drowned out from that week when we had six inches of rain. But what isn't drowned out looks good I guess. Leafhoppers, which normally come in June, are getting kind of thick so I'm wondering if I'm going to have to spray for those. We got planted in the middle of May, earlier down here than up in the Valley, so I'm thinking if we get into the beginning of September (without frost) I'll be completely safe. We're gonna want a frost-free September for the corn and soybeans. The soybeans are shorter than normal and just starting to pod. Corn is silking but it's not even starting to form kernels yet.

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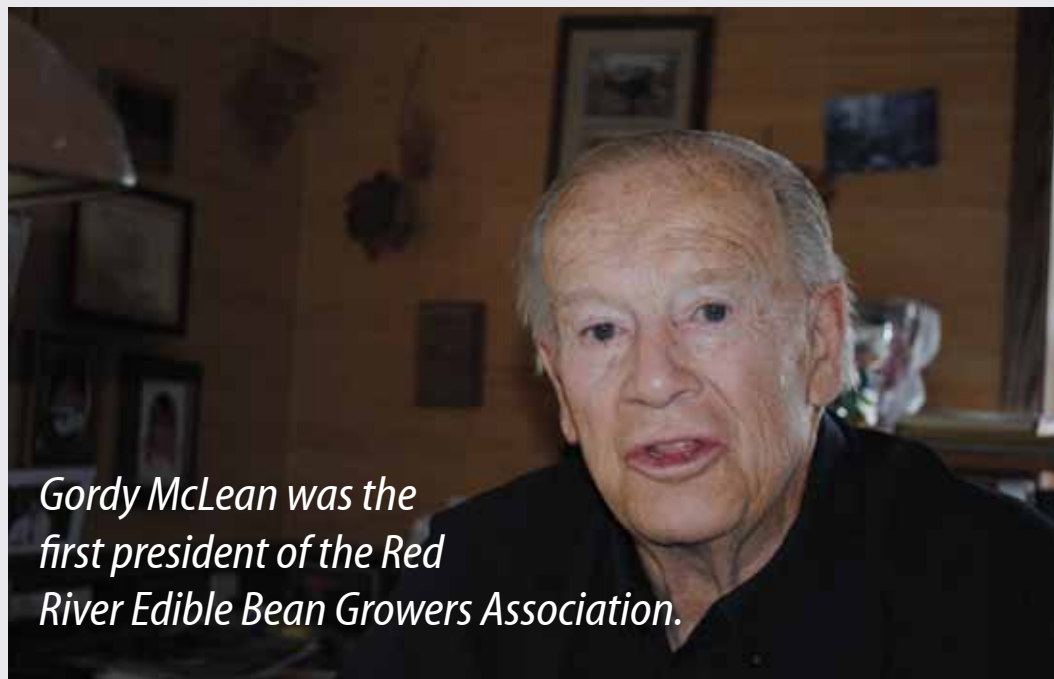


# The Bean Beginning

Gilby, North Dakota farmer Gordon McClean recalls the seed being planted for a dry bean growers association at an annual farm meeting in Grand Forks in the mid-1970s. Richard Heuchert from St. Thomas was there to talk about white mold that was taking a big percentage of his crop. Another push for growers to organize was because of their dissatisfaction with the way elevators were treating them.

After completing the initial draft of a constitution, the growers held their first meeting in 1976 where an estimated 300 growers showed up. Growers ratified the simple constitution and the Red River Edible Bean Growers Association was organized to represent growers in the Dakotas and Minnesota.

McClean was the ad hoc president and then the first president of the Red



*Gordy McLean was the first president of the Red River Edible Bean Growers Association.*

River Edible Bean Growers Association when it formed in February 1976. It extended into the Minnesota Valley where the irrigation was, and down into South Dakota, where ever beans were grown.

Original board members included:

**District 1:** Richard Heuchert, St. Thomas, N.D.

**District 2:** Gordon McClean, Gilby, N.D., President

**District 3:** Miles Lund, Sharon, N.D.

**District 4:** Pete Thoreson, Mayville, N.D., Vice President

**District 5:** Tinus Gogolin, Arthur, N.D.

**District 6:** Leon Krueger, East Grand Forks, Minn. Secretary/Treasurer

**District 7:** Bob Riestenberg, Perham, Minn.

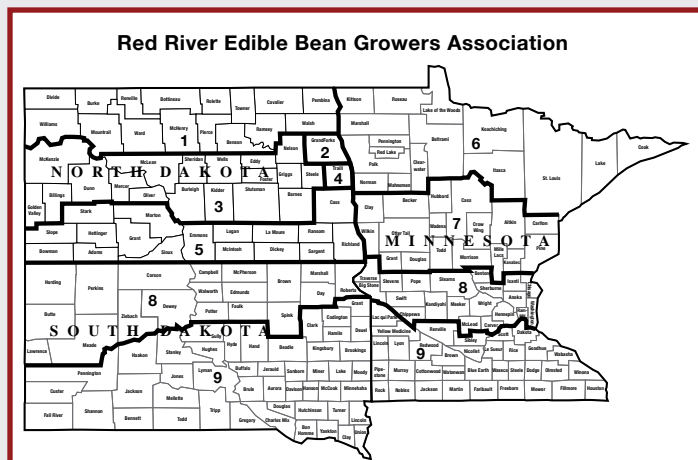
**District 8:** Ken Rohloff, Danvers, Minn.

**District 9:** Bill Draheim, Olivia, Minn.

Other support people for the early organizers were North Dakota County Extension agents Bob Amstrup (Grand Forks

County), and Walt Ness (Cass County), as well as Jim Sutherland from USDA and the University of Minnesota. Amstrup would later leave his Extension job to farm in the Northwood-Larimore area, and was elected to the initial North Dakota Dry Bean Council.

It didn't take the original board long before they realized that a voluntary five cent per cwt grower assessment, or checkoff, was not going to work. While they had voluntary collections of some \$17,000 for starting the operations, they hired Tim Courneya as Executive Vice President in the spring of 1976 at a salary of \$11,040. Courneya worked part-time





while finishing his studies at North Dakota State University, sharing office space at the North Dakota State Seed Department. Within months of hiring Courneya, the board agreed to pursue a state checkoff.

On November 10, 1976 the Association Board of Directors voted in favor of pursuing a checkoff in ND and MN. Richard Heuchert was appointed chair for the North Dakota checkoff initiative and Bill Draheim for Minnesota.

Courneya recalls all nine original board members going to the bank to personally back loans to

keep the organization going and push the creation of the N.D. and Minnesota Dry Bean Councils. Most of the RREBGA's early efforts were directed toward the study of bean pathology and market development.

Courneya's first Bean Day in Fargo was in 1977 when 300 growers attended. Then president McClean told him, "This is why I feel so good, because of the number of people that showed up."

Courneya, along with bean growers Joe Larson, Pete Thoreson, Art Grandalen, and NDSU Extension plant pathologist Dr.

Ed Lloyd spent a lot of time at the 1977 North Dakota Legislature lobbying to get a checkoff bill passed. Rep. Alice Olson from St. Thomas sponsored that bill. Similar legislation was passed in St. Paul in 1979, creating the Minnesota Dry Bean Research and Promotion Council to administer the dry bean checkoff in that state.

Even before the checkoffs were established, McClean, Heuchert, and Larson lobbied successfully in 1975 for NDSU to add a plant pathology position for dry beans. Dr. Jim Venette was hired to work primarily on white mold in 1976.

By 1980, NDSU hired its first dry bean breeder, Dr. Ken Grafton, but the position was grant supported until 1984 when a barley position was transferred. It wasn't until 2005 when the Legislature created the dry bean breeder position, thanks to Rep. Ole Aarsvold, a farmer from Blanchard.

In the process of developing the collection agencies, the original board came to understand that South Dakota's bean acreage was now nil to none, so they simply dropped the state.

McClean mentions only a few dry bean growers

he was aware of at that time. "Max Campbell was an early one over there at Oslo, Minnesota, and Bill Folkers at Larimore, North Dakota; Hagerts at Emerald; Don Lindholm (Johnstown) and I were some of the early ones (too)."

After experiencing disease and bird problems with the expansion of sunflower acres, McClean says he and other growers were looking for something more lucrative to grow, so they tried beans.

Varieties then were a little longer season than what are grown today. McClean says it was touch-and-go to get them planted and matured by harvest time. They were so viney that when they were knifed they'd sometimes catch on the tractor. Early yields were in the 900 to 1100 pound range. The first year McClean grew pinto beans, the price was \$9 per hundredweight.

Early adapters of dry beans in Northarvest not only had to learn how to grow the crop, they had to make their own equipment. After losing his potato warehouse in 1970, Leon Krueger needed a new crop to fit into his rotation. That's when his friend, Bill Folkers from Larimore, North Dakota,

*Continued on Next Page*



*Leon and Arlene Krueger started growing pinto beans in 1970.*

introduced him to pinto beans. Leon retired in 1996.

Krueger's wife, Arlene, says Folkers had a 4-row bean cutter that he made, "so Leon went over there and took patterns of it and made a 4-row cutter of his own in 1971. In 1973, he made a 12-row cutter which he used for seven or eight years."

Even after dry bean acres expanded, and equipment became more available, Krueger didn't buy a new cutter because his worked "better than the new ones."

McClellan recalls the Morris Rod Weed Company out of Canada, local farmers Jay Nessen and Bill Folkers, Harriston Industries, Lilliston, Pickett, and Sund Manufacturing as some of the early manufacturers of bean equipment.

Asked when he retired, McClellan said, "2000, more or less."

Krueger used his home-made 4-row cutter on his 450 acres of pinto beans. He remembers terrible harvest conditions. "450 acres, four rows at a time, takes a lot of time. We ended up combining in the snow," says Krueger. He made money on his first pinto bean crop with prices he thinks were about five cents a pound.

Krueger bought his seed from Max Campbell in Oslo. He used a grain drill to plant them the first



year. Campbell advised growers to seed a row of corn in every seven rows of edible beans to keep the wind from blowing windrows away. Arlene remembers using a pitchfork to retrieve bean windrows out of the ditch and into the combine.

Krueger served 6 years on the Red River Edible Bean Growers Association board of directors, including four years as treasurer.

Arlene recalls that the Red River Edible Bean Growers Association hired an Extension home economist from Crookston who made a recipe book for pinto beans and used it to introduce beans at a food fair in Phoenix, AZ, around 1980. One recipe was a mock pecan pie made with pinto beans, which Arlene still has.

After one year as president of the Association, McClellan left the board to get involved in the North Dakota Beef Council and the North Dakota Stockmen's Association. Pete

Thoreson, Mayville, N.D. succeeded McClellan as President, followed by Gary Longtin from Waltham, N.D. and Les Hutton, Jr. from Manvel, N.D. who was elected in February 1981.

Hutton served on the Board of Directors of the Red River Edible Bean Growers Association from 1977 to 1983. He started farming in 1961 and in the following year grew his first crop of pinto beans, one of Max Campbell's first growers. Hutton says he still remembers that first field of pintos he grew more than 50 years ago. His wife, Ellen remembers her doctor asking her about the bean crop. "Worth \$5 a bag, he referred to them as gold nuggets."

Les Hutton speaks fondly of the help he got growing this new crop in his rotation from Campbell and his right hand man, Willie Johnson also from Oslo, MN. He also credits Dick and Randy Gormley, Campbell's field men, for

correcting some of the mistakes he was about to make. Eventually, however, Les Hutton says friction developed between the Gormleys and Campbell.

In about 1985, Hutton converted an old barn on his dad's Manvel farm and started processing pinto beans for his new Turtle River Bean Company. He built a new elevator in Manvel 22 years ago, which he sold to C & F Foods in 2001.

In advancing the intent of having growers represent growers, the name Red River Edible Bean Growers Association was identified as being too polarizing. Under the leadership of then president Richard Fugleberg of Portland, N.D., growers at the 10th annual Bean Day in January 1985 approved changing the name to the Northharvest Bean Growers Association.

Bob Riestenberg was one of the original dry bean growers in the Perham, MN area, probably planting his first crop in about 1970. Condon Bush, from Wisconsin, asked growers at a meeting in Wadena to consider growing dark red kidney beans. Bush, whose brother operated Bush Brothers and Company, shipped a semi-load of bean equipment to Perham for Riestenberg and Don Summers, who both agreed to grow kidneys, to use, and were told they



had three years to pay.

At that time Bush Brothers had a plant in Wisconsin and were moving into Wadena and wanted to promote dark red kidneys. Riestenberg says the fact that his area had established irrigation was a factor in Bush's decision. Riestenberg says Bush took a personal interest in his first crop. "When we were harvesting, he'd call my wife every day to see how things were going, every day. The big thing he wanted to know was how are the checks (seed coat)?"

Riestenberg remembers getting eight cents a pound for his first crop of dark red kidneys. Besides Bush Brothers, he

recalls a couple of other markets for beans in the early '70s- Grant Kuhn in Olivia and Midwest Bean in Bird Island and Hector, MN. After retiring from farming in the late 1990s, Riestenberg worked at the bean plant in Perham 13 years during harvest.

In addition to serving on the original Red River Valley Bean Growers Association board of directors, Riestenberg also helped get legislation passed in St. Paul in 1979 to establish the Minnesota Dry Bean Council.

Asked to recall why he felt the need for a bean growers association, Riestenberg simply said, "It was something new."

At that time, edible beans,

as an alternative to corn, soybeans, wheat and oats, were the number one cash crop for the average farmer. Plus, it was a legume, for rotation.

Thinking back to the early leaders of the Association, Courneya recalls they were always innovative and they thought, collectively they could do more. "They were aware of other checkoff programs that allowed farmers to take care of themselves, develop their markets and have a voice. As growers got together for meetings, they became more aware of various production problems and the need to work together to solve them."

Courneya still remembers the commitment of

the original organizers who did a lot of work and travel without pay. "They were taking time from their work at home, travelling all that distance, to approve some fundamental things in the office so we could learn how to function. In addition, they financed the Association to begin with."

After forming in the spring of 1976, Courneya says it wasn't until crop year 1977 that the Association finally established a cash flow that was self-sustaining, allowing it to consider funding projects to help growers. That is when the North Dakota Dry Bean Council, and the dry bean checkoff,

*Continued on Next Page*



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were established. The Association stood on even firmer ground in 1979 when the Minnesota Dry Bean Council came on line. "Prior to that, it came out of their own pockets," according to Courneya. Riestenberg explains it this way, "it was kind of pioneering and that's what pioneers do."

Courneya says he never thought the Association, and his job, were going to fail. "I woke up every day knowing I was going to go to work and we were going to make this work because these guys were committed to this thing." Courneya has shown his commitment too, stay-

ing on the job despite a few offers to move during those 37 years.

Courneya says the original board of directors always wanted him to do something. "They didn't know exactly what they wanted me to do. What I did was visit with a lot of the other established commodity groups, like potatoes, sugarbeets, and wheat, so I learned how they were organized." The one meeting Courneya considers very valuable was with Lloyd Schmidt at what was then the Red River Valley Potato Growers Association.

In addition to funding projects for production



issues, another early challenge for the Association was to establish this region as a quality producer of dry edible beans. In a lot of ways, this region was competing against Michigan, California and some other areas and the board of directors felt their job was to promote.

Courneya thinks the

synergy of growers coming together is the key to a successful organization. "There is no competition among each other. Their chemistry is right, their mindset is right, they know what they can do collectively, and that's why growers solely owning the system has proven to be so successful."



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# Sharpen Dessicant Update

Many growers had asked about using Sharpen herbicide as a pre-harvest desiccant last year.

BASF currently has an approved label for Sharpen herbicide as a harvest-aid application to dry beans; however, the MRL's (Maximum Residue Levels) have not been cleared for all countries.

Duane Rathmann, technical service representative for BASF Corporation in Minnesota, reports the MRLs for Sharpen herbicide when used as a pre-harvest desiccant

SHARPEN® HERBICIDE DESICCATION -- MRL STATUS (JULY 2013)

	Soybean	Dry Bean	Field Pea	Lentil	Chickpea	Canola	Cotton Seed	Safflower	Sunflower
USA	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mexico	✓	✓	✓	✓	✓	✓	✓	✓	✓
Japan	✓	✓	✓	✓	✓	✓	✓	✓	✓
Canada	✓	✓	✓	✓	✓	x	✓	x	✓
Codex	✓	✓	✓	✓	✓	x	✓	x	✓
Korea	x	x	x	x	x	✓	✓	x	✓
EU	x	x	x	x	x	x	x	x	x

✓ - MRL Established

x - MRL Not Established

have been approved for Japan and CODEX countries since last season.

"The only two approvals we are waiting on now for dry beans are Korea and the European Union," says Rathmann.

BASF expects these countries to approve the MRLs by late 2013; however, it may not be in time for the 2013 application season.

There is high interest in Sharpen herbicide as it provides very quick desiccation of dry beans with a favorable pre-harvest interval of 2 days and has no long term residual concerns for any crop planted the following year. The common use rate on dry beans is 2 oz/a Sharpen with 1 pt/a MSO plus AMS.

Sources in the dry bean trade want dry bean growers to understand the possible problems associated with the use of Sharpen this season.

While Sharpen MRLs have been approved for most of the traditional export markets for US dry beans, there is no way to keep beans that are treated with Sharpen separate from other beans. Given the tighter supplies in China, and short crops in Brazil and Argentina, US beans may find some new export opportunities which could be quickly doused in places such as Europe, where MRLs have not been cleared.

Growers are encouraged to stay in touch with their dealer about the use of desiccants.

Above is a chart with the current MRL status for Sharpen as a desiccant/ harvest aid for the major export countries. Also, see the FAS database for MRL information at: [www.mrldatabase.com](http://www.mrldatabase.com)

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# Kidneys End Up in the Can

If you're like most farmers, you plant your seed, spray for weeds, disease and other pests, harvest and deliver the crop. Once it's sold, you start planning ahead to your next crop. But where does your crop go after you sell it? In this issue, we follow a typical load of dark red kidney beans grown in the Perham, Minnesota area.

Larry Sprague, a merchandiser with Kelley Bean Co. and a 40-year veteran of the bean business, says this last year and this year have been rather interesting. "For a number of years our export market, as it has been

growing, has switched more to Chinese production and buyers are having some issues with checked skin coats. So, they've switched to Argentina and now with Argentina having two bad crops in a row, we're getting more of this push for US dark red kidney beans."

Sprague says the industry has basically "cleaned the walls on what we have for dark red kidney beans going into new crop. So there will not be any carryover stocks and the whole world market is pretty tight on dark red kidneys."

Sprague says a lot of

the DRKs grown in the Perham area will end up in the United Kingdom, northern Europe, especially in Italy, and Spain. "So we'll see a lot of our

dark reds this year compete with our normal domestic market due to the fact that Mediterranean canners are definitely out of product and can't



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find it anywhere,” says Sprague. “The market will depend on what China is going to be able to market as far as quality and quantity.”

Growers in the Perham, Minnesota area should be well aware that their beans could be served in Russia, or anywhere. Sprague says it’s going to be a very good, sought after class of beans.

While export demand has recently grown, traditionally the bulk of Minnesota’s dark red kidney beans end up in a can on US grocery store shelves. “Per capita consumption

is basically pretty steady,” says Sprague. “Acres are pretty stagnant and the sad thing is I don’t think we’re developing any new growers for dark red kidneys.”

Minnesota, North Dakota and Wisconsin DRK acreage is normally around 42,000. Michigan grows about 3,000 acres, and about 5,000 to 6,000 acres of dark red kidneys are planted in Ontario. According to Sprague, “If we have a problem with our dark red production in the Perham, Minnesota area, it’s really going to be a problem for the world.”

## SCHOOL NUTRITION CONFERENCES

Northarvest exhibited at the North Dakota School Nutrition Association June 4th at the Fargo Ramada Plaza Suites. Lynne Bigwood served Smokey India Bean Stew to the participants and provided the recipe. She encouraged school foodservice staff to serve a variety of bean dishes to their students. The recipe for this extraordinary stew came from The Culinary Institute of America’s Healthy Flavors, Healthy Kids national leadership summit in May.



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# National Ag In The Classroom Conference

The 2013 National Ag In The Classroom (NAITC) conference was held in late June in Minneapolis, MN, thanks to a huge effort from Al Withers, Sue Knott and other MN Agriculture In The Classroom staff. "Land of 10,000 Ag Opportunities" was the 2013 theme. Each year this national conference is held to bring leaders in agricultural literacy together to share ideas and resources.

Exhibits, the teacher store and silent auction opened the first morning and continued the last day. Cris Peterson, Wisconsin dairy farmer and children's books author,

talked about "Farmer Bungles' Obituary: Putting to Rest Agricultural Stereotypes in the Classroom" at the Kick-Off Luncheon. Four hour-long workshop

sessions spanned the first afternoon and the third day. 499 attendees had an opportunity to attend one of eleven agriculture-related traveling tours the

second day. Each tour went to three of these sites: Syngenta, General Mills and Cargill, organic and Hmong farms, wholesale nursery, food bank, etha-



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nol energy plants, wine, tomatoes, pork, turkey, bison, cattle, and grain production and significant area agricultural historic sites.

Lynne Bigwood, Northarvest home economist, presented the Bean Crazy! game as one of thirteen Learning Labs the last morning. Bean Crazy! is a fun approach to ag education and was very popular with many requests for the game panels and script.

Andrew Zimmern spoke at the closing banquet on Global Food and Culture. Andrew is a chef, writer and teacher, award-winning TV personality on Travel Channel's Bizaare Foods and founder of his own Minneapolis-based multimedia production company, Food Works. He delights in adventurous eating and promoting value-added agriculture in the US and around the world.

North Dakota's AITC State Teachers of the Year are Dawn Ihry, Steph Deitz and Mary Kensok. Mary Kensok, Central Cass Schools, Casselton, ND, received one of five 2013 National Excellence in Teaching about Agriculture Awards sponsored by Farm Credit. She received a \$500 honorarium and up to \$1500 for travel-related expenses to the NAITC conference. She and her fourth grade class attend the Fargo Living Ag Classroom.

## SMOKY INDIA BEAN STEW

*Exceptional recipe; vegetable browning technique builds amazing flavor.*

**Nutrition Note:** This recipe makes 12 1/2-cup servings. Each serving has 280 calories, 12g protein, 29g carbohydrate, 22g fat, 8g fiber, 330mg sodium, 300mg potassium. One serving provides 1 oz. Meat/meat alternate, or 1/2 cup vegetables

### Ingredients:

- 1 cup & 7 cups water
- 1/4 cup extra-virgin olive oil
- 10 each whole peppercorns
- 8 each whole cloves
- 4 each whole dried bay leaves
- 2 each whole dried India red chilies
- 1 inch piece cinnamon stick
- 2 large red onions, peeled, chopped
- 1 tablespoon salt
- 1/2 lb. bacon, thick-cut, finely chopped
- 2 parsnips or turnips\*, peeled, chopped
- 5 large garlic cloves, peeled and chopped
- 2 cups dry great northern, cannellini or pinto beans, sorted and rinsed
- 12 green onions, cleaned, thin slice white and light green part only



### Method:

1. Place 1 cup of water next to the burner. Use a non-stick fry pan, if possible.
2. Heat oil in a large frying pan with black peppercorns, cloves, bay leaves, chilies and cinnamon over medium heat until the cinnamon unfurls, 2 or 3 minutes. Watch the pan carefully so that the oil doesn't smoke.
3. Add onions and salt. Cook until onions are soft and beginning to brown, 10 minutes or more. Stir every couple of minutes. Add bacon, parsnips and garlic and cook until deep brown using medium high heat. Stir and turn often, scraping up browned bits. When the mixture looks brown enough, cook for 5 more minutes turning every 30 – 60 seconds. This browning is what develops the deep flavor. If brown bits begin to stick, add a little water to loosen them. When the browning is finished, remove pan from heat, carefully add the rest of the cup of water.
4. Add dry beans and green onions and cook for 2 minutes.
5. Add remaining 7 cups water. Bring to a boil. Cover and simmer 2 hours or until beans are tender, stir occasionally. Remove chilies and bay leaves. Serve hot.

**Optional:** For more heat, use 4 whole chilies. Less heat, but retain full flavor; use gloves to cut and split chilies, then carefully remove and discard seeds.

\*Substitute any root vegetable for parsnips.

**Recipe Source:** Chef Suvir Saran as presented at the 2013 Healthy Flavors, Healthy Kids conference at The Culinary Institute of America, San Antonio campus. Northarvest Bean Growers Association, Sponsor, [www.beaninstitute.com](http://www.beaninstitute.com)





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# Northarvest Visits Colombia, Panama

Northarvest bean grower Jim Zenk, from Danube, MN, was part of a US Dry Bean Council trade mission to Colombia and Panama in the spring of 2013. USDBC representative Randy Duckworth, who led the mission, reports that Panama's economy will reportedly grow by eight percent in 2013, maintaining its place as one of the fastest growing economies in the region. High economic growth rates over the past five years in Panama have been fueled by a consolidation of the economy around services that add value to the coun-

try's strategic location as a bridge between two oceans. Trade liberalization, including the recent trade agreement with the United States, has boosted growth.

The trade mission visited two food distributors and a major supermarket chain. H. Tzantetos, Inc, buys approximately 25 containers of locally produced light red kidney beans per year. They also buy some LRKs from Argentina when the local crop runs out. They recently also purchased some US light red kidney beans. The company requested quotes for two

mixed containers of beans delivered to Panama, but had difficulty getting quotes. Panama regulates pulse imports on a state-by-state basis from the US. Panama no longer requires import permits but phytosanitary authority is now in place for the states of California, Michigan, Washington, New York, Colorado, Idaho, Nebraska, and New Jersey.

A contact at major distributor Tagaropulos S.A. indicated an interest in working with a US packager that could provide them with packaged pulses for the Panama market.

Super 99 Supermarkets

handles light red kidney beans, lentils, black eyes, pink beans and pinto beans.

## COLOMBIA

Colombia's domestic demand and consumption have grown steadily over the last several years with continued strong gains expected as a result of its tremendous economic growth. The large young population living in urban areas has developed new tastes and preferences, becoming more health conscious and selective. The growing percentage of women in the workforce

*Continued on Page 23*



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has increased the use of fast food restaurants and the demand for new value-added products. Economic realities and current consumer trends indicate that buying decisions are primarily made based on quality and price.

According to Duckworth, the food retail sector in Colombia is one of the most modern in Latin America. One of the new strategies to capture customers is the offer of credit cards. Private labels are very strong in Colombia and appear to be increasingly squeezing out the private players. Barragan S.A., the largest private packager and pulse importer in Colombia (not including supermarkets),

purchased several containers of small reds from the US during 2012. Lucas Escobarr Barragan told US participants on the trade mission that the size and color consistency of US small reds is not as good as Colombian small reds, but the prices were a lot better so there was a place in the market for them. However, the price of Colombian-grown small reds has dropped by \$200 over the past six months, making local production the best option for them right now.

Pedro Jose Sanabria Acevedo at Comercializadora San Pedro told the US bean team that there is a lot of chaos in the Colombian market right

now because of the large amount of contraband beans coming across the border from Venezuela. Reportedly some people are taking some of the food that is subsidized by the Venezuelan government and smuggling it across the border. They were told that there are now on the order of two million Venezuelans living in Colombia due to the instability in their home country.

Piamonte is a distributor of packaged legumes, health foods and animal feed. They package approximately 1,500 metric tons of pulses per year but plan to package much more.

The US trade mission

also met with leaders of Comercializadora Gran Colmado S.A.S. in Colombia, which had requested CIF price quotes for US small red beans delivered to Colombia. They also called on Aburra Ltda., which bought several containers of small red, light red kidney and navy beans after participating in a reverse trade mission in the US in the fall of 2012.

Alberto Montoya, at Empaquetados el Trece in Medellin, an established packager and wholesaler of dry beans, peas, lentils and popcorn, is interested in CIF price quotes for US small red beans, cranberry beans and garbanzo beans.




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# Farm Bill Flurry

With September 30th fast approaching, it looks like the farm bill will once again come down to the wire.

House Majority Leader Eric Cantor's nutrition bill working group has agreed on a nutrition bill that would cut spending by \$40 billion over 10 years. House Agriculture Committee Chairman Frank Lucas says the bill will be brought up in September but is not predicting if it'll get the necessary 218 votes to pass. Lucas also suggests agreement on a final conference report on the nutrition title would

probably require intervention from on high.

Senate Agriculture Committee Chair Debbie Stabenow says the House proposal to double the cuts in food stamps makes a farm bill more difficult, and preempts House-Senate negotiations over the August recess. With the farm bill due to expire September 30th, and only 9 congressional days scheduled in September, Stabenow calls it a "tickling time bomb."

House Agriculture Committee Ranking Member Collin Peterson agrees. "They (House Republi-



*House Agriculture Committee Ranking Member Collin Peterson has voiced frustration with the farm bill process.*

cans) want to pass this even though the Senate is not going to, in any way, consider this, the President would never sign it. All this is gonna do is alienate people on both sides of the aisle and make it much more difficult to pass a (farm) bill."

Stabenow also has concerns about getting another extension of the 2008 farm bill. She joined Arizona Republican Senator Jeff Flake in voicing opposition to any continuation of direct payments in the farm bill conference.

Senate Majority Leader Harry Reid and Minority Leader Mitch McConnell have named a dozen senators that will serve on the farm bill conference committee. They include Minnesota Senator Amy Klobuchar and North Dakota Senator John Hoeven.

On July 11th, in a party-

line vote of 216-208, the House passed a stripped down version of the 2013 Farm Bill, containing only farm programs-there is no nutrition title. The House farm bill also eliminates the 1949 permanent farm law. The House version of the farm bill raises target prices for major commodities and ties them to planted acres for those particular crops rather than base acres. The Senate bill sets reference prices at 55 percent of a rolling Olympic average of market prices, and ties payments to base acres, not to planted acres.

Minnesota Congressman Collin Peterson is the Ranking Member on the House Agriculture Committee. He thinks House Speaker John Boehner really wants to get the farm bill done by the end of September. "He's said he doesn't want to get this caught up in the government shutdown/end of the (fiscal) year drama that's coming for sure."

Peterson blames House Majority Leader Eric Cantor for the cumbersome farm bill process in the House. "He's listening to some of these right-wing groups, like the Heritage Foundation, that want to eliminate all farm programs and crop insurance."

Prior to the vote on the final bill, the House ap-



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proved an amendment to reduce farm program payment limits, but rejected amendments to cut crop insurance premium subsidies and reimbursement of administrative and operating expenses. House members also rejected an amendment to effectively end the sugar program. An amendment to tie conservation compliance to crop insurance was withdrawn.

There was also an attempt to change USDA's international food assistance programs, cutting the PL 480 Food for Peace Program. Rather than buying US commodities and sending them overseas, this plan would provide cash to buy food in local areas where food emergencies exist. This amendment did not pass. Prior to the House's defeat of the farm bill, the White House said the Obama administration's proposal to change the US food aid program may become an issue in final negotiations with Congress over whether the President would sign a farm bill.

Finding a majority of House Members to vote for a new farm bill has eluded the Republican leadership for going on three years. The most divisive issue has been how deep to cut SNAP (the food stamp program) as part of deficit reduction.

From the perspective of many House Republicans, the \$20.5 billion cut over ten years in the Committee-passed bill was too low, given that the program will cost \$743 billion during that period. The farm bill passed by the Senate earlier this year cuts SNAP by \$4 billion.

After the House failed to pass a farm bill that included the nutrition title, Senate Agriculture Committee Chair Stabenow said the House should take up the Senate bill. While some think the votes could be there (175 Ds and maybe 50 Rs), the Republican leadership would face a revolt within its caucus if it put forward such a modest SNAP cut. Even another

one-year extension of the 2008 Act would face objections if cuts weren't made in SNAP and Direct Payments, among other things.

Gordley Associates President John Gordley says Congressional leaders may consider attaching an extension of the 2008 Farm Bill to "must pass" legislation to keep the federal government running beyond September or to raise the federal debt ceiling, which will be reached this fall.

Also, unlike last year, Gordley says congressional leaders are unlikely to extend the 2008 Farm Bill without changes. Senate Majority Leader Reid has promised not to extend Direct Payments again.

The Agriculture Committees won't want to see all of the \$33 billion in net savings from eliminating direct payments go to deficit reduction – some of this money funds new Title 1 programs in their current bills. And Republicans won't support maintaining SNAP funding at current levels.

Says Gordley, "Whatever happens, let's hope that Congress at least produces a multi-year extension if not a new five-year farm bill. And they are likely to do so, if for no other reason than they won't want to be doing this again in 2014 – an election year!"

Gordley Associates represents the Northarvest Bean Growers Association in Washington, D.C.

## FARM GROUPS PUSH FOR FARM BILL PROGRESS

In early July, the Northarvest Bean Growers Association was one of more than 530 organizations that sent a letter to House Speaker John Boehner calling for progress on a new farm bill, and urging them not to split the nutrition title from the rest of the bill.

The letter said farm bills represent a delicate balance between America's farm, nutrition, conservation, and other priorities, and accordingly require strong bipartisan support. It is vital for the House to try once again to bring together a broad coalition of lawmakers from both sides of the aisle to provide certainty for

farmers, rural America, the environment and our economy in general and pass a five-year farm bill. We believe that splitting the nutrition title from the rest of the bill could result in neither farm nor nutrition programs passing, and urge you to move a unified farm bill forward.

The letter also said Northarvest looks forward to continued dialogue as the process moves forward and stands ready to work with Boehner to complete passage of the new five-year farm bill before the current law expires again on September 30, 2013.

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# 40 Years of Growth

Forest River Bean Company was incorporated in 1971 by Gene Schanilec, a local farmer and entrepreneur who began growing dry edible beans in Walsh County, North Dakota in 1962. His son Brian took over the company, and the farm, at the age of 19 when Gene passed away.

Brian recalls his dad getting into the processing business because of logistics. "You see the trucks we used in the '60s in parades today, and there weren't any facilities in Walsh County that provided the convenience of dumping your product. Dry beans also allowed growers to diversify, and provided some opportunities that some of the other crops didn't."

Brian is the 5th generation of Schanilecs on the family farm, and his sons' summer jobs are on the farm. He's much more involved in agriculture than he ever thought he'd be. "I'll always remember in mid-August, 1974 when my dad told me how much money he lost in one night due to temperatures that dipped to 25 degrees. I said, when I grow up, I want nothing to do with any of this agricultural stuff. And here I am."

By the late 1970s, Forest River Bean Company had diversified with multiple facilities and interests



*Brian Schanilec took over Forest River Bean Company at the age of 19.*

in other states, and has continued to grow dramatically. After originally processing only pinto beans, the company has gone to processing more types of beans with multiple processing lines. "The overall tonnage and acres is just overwhelming today versus the 70s," says Schanilec, "North Dakota wasn't near the No. 1 producer of edible beans like it is today. You grow from dealing with 3, 4, 5,000 acres to 40-50,000 acres, that's a big deal. The amount of acres that were projected to go through a facility like this back in 1972 is something that we deal with almost on a daily or a weekly basis."

Forest River Bean has

processed many classes of beans. Pinto beans remain the primary class because it is the primary bean in the market; the most-used bean in the United States and North America. They also grow and process pink beans, and are the primary source of pinks in the US. Schanilec says they have also done small red beans, yellow and black beans, and used to be in the navy bean business.

The Schanilec farm has also hosted North Dakota State University's dry bean test plot nursery for close to 30 years; different seed companies also have test plots on his farm, and the Schanilecs also do some of their own research with

different trials and strips for different companies. That gives the Schanilecs a real good opportunity to look at genetics long before they come to market, and they have some input in a lot of those genetics.

Schanilec has seen all kinds of changes since the '70s, such as the rapid move in technology and information. Some of the challenges, according to Schanilec, include government regulations, risk in the market, and the global market. "What the Chinese do on a daily basis or what happens in Angola affects our markets directly, and whether it rains in Mexico, and we know that information

*Continued on Next Page*

within moments; that influences our market immediately.”

Another big change is food safety, according to Schanilec. “We have to have traceability. We need to have the accountability

and documentation and the ability to go all the way from a farmer’s field to the consumer’s can and say this is what product is in there.” Schanilec says the emphasis on food safety is a trend. “People want

to eat healthier food, they want to have safer food, so what it takes to be in that high-end of production, the consumer and the people that sell to consumers are demanding that type of program.”

In addition to the home farm and the bean plant, Schanilec has been involved in a farming operation in Brazil for the last 15 years, growing cotton, soybeans and corn.

Looking to the future, Schanilec thinks the edible bean industry will continue to grow as people become more and more concerned about health and nutrition. North Dakota will remain the No. 1 producer, however, due to biotechnology, competition is increasing among other crops such as corn and soybeans. That should mean that to get the needed dry bean production, and compete with those other crops, the industry will have to pay growers more money for their edible beans.



*Schanilec sees a bright future for the edible bean industry, especially with the focus on health and nutrition.*

## Changes Continue

The last 18 months has seen a number of changes among dry bean processors here in Northarvest. Some of the most recent moves include Trinidad Benham Corporation purchasing Colgate Commodities in Colgate, ND; American Bean LLC, formed via the acquisition of Engstrom Bean and Seed at Petersburg, ND, bought Red River Bean

in Oslo, MN; and The Andersons and the Lansing Trade Group bought Thompsons USA Limited, whose facilities include a dry bean processing plant in East Grand Forks, MN.

Other acquisitions include:

- Legumex Walker Inc., Winnipeg, MB purchased St. Hilaire Seed Co. Inc.
- SRS Commodities purchased Falkirk (ND) Farmers Elevator

- Co.(now SRS Commodities Ltd.-Falkirk)
- Alliance Valley Bean LLC, a partnership formed between Central Valley Bean Cooperative, Buxton, ND and Cooperative Elevator Co. in Pigeon, MI to buy Larimore Bean Co.
- Barlow Grain and Stock Exchange, Carrington, ND is now Allied Energy Inc. dba Allied Grain
- Legume Matrix LLC, Jamestown, ND, a new

- processor
- United Pulse Trading, Minot, ND, pulse processor and food ingredient manufacturer
- Glencore buys Vitterra for \$6.1 billion Bean processing operations that have been closed in recent years include Alvarado Bean, Alvarado, MN; Lee Bean and Seed in Borup, MN; and Valley Bean at Oslo, MN.

# Update From Mexico

Raul Caballero, the US Dry Bean Council's consultant in Mexico, reports Mexico's spring-summer crop is generally in good condition.

Preliminary planting figures in Zacatecas show that the number of bean planted hectares, as of mid-August, totaled 621,000. This is 86,000 hectares more than the original planting program and this could even be higher. In terms of varieties planted (also preliminary estimates) there are 45% black beans, 16% Pintos, 14% Flor de Junio, 13% Flor de Mayo, 8% Bayos and 4% other

colored varieties. Rainfall continues to be present and the forecast indicates it will continue raining in the bean areas so there is a good possibility of a very good crop this year. Expected yield is 500-600 kilos per hectare.

Durango: Preliminary figures indicate that they planted 236,841 bean hectares in the state. This is 10,000 less than the 246,000 hectares programmed, however it is very possible that the final figures will show that they met the program or surpassed it. They also have good weather conditions and expect that it will

continue to be good. The breakdown of varieties planted: 85% are Pintos and the remaining 10% are Black, Azufrados and other colored varieties. Expected yield is 500-600 kilos per hectare.

Chihuahua reported preliminary bean planted hectares of around 130,000 of the 132,000 programmed. Here, it is also possible that they will surpass the planting program. It has been raining as well so they are expecting a good season. All of these beans are Pintos. Expected yield is 850-1000 kilos per hectare.

San Luis Potosi and

Guanajuato: Both states have finished planting beans and preliminary figures indicate that both will reach the programmed surface of 119,000 and 91,000, respectively. Good weather as well, and good soil conditions. Expected yield is 500-600 kilos per hectare.

The US Ag Attache projects Mexico's dry bean imports at 170,000 MT in the coming year, 26 percent less than the previous year. Mexico's bean ending stocks are expected to increase 22 percent this marketing year, to 163,000 MT.

## Brazil Needs Beans

According to Brazil's Agriculture Minister Antonio Andrade, Brazil will need to import 200,000 tons of beans between now and October. The need for beans is due to a smaller bean harvest in Brazil, due to drought. The white bean is not included in the import list. According to the minister, few countries are able to sell the product to Brazil. Andrade will meet with four secretaries of bean producing states in

Brazil-Bahia, Goiás, Minas Gerais, and the Federal District to consider incentives to production.

Brazil's National Monetary Council has released the list of minimum prices for 2013/2014. Agriculture Minister Andrade said the definition of values for the harvest will guarantee income to producers of crops critical to domestic supplies, such as rice, beans, corn, milk and cassava.

Concerns about the impact of bean prices on inflation led the government to promote sig-

nificant increases in the price, to encourage the planting of beans and regulate the supply. The minimum price of black beans was adjusted up by 41.6 percent, while colored varieties increased by 28.1 percent.

Brazil's Assistant Secretary of Economic Policy of the Ministry of Finance explained that the price volatility and management problems, as well as competition with other crops, caused a decrease in bean acres which has been tough with policies to control inflation. He

said the minimum price incentive and increasing credit limits for cultivation will encourage the planting of both colored and black beans.

The new minimum prices will run from November 2013 to October 2014 in the south, southeast, Midwest and southern Bahia. In the north and northeast regions, the term runs from January 2014 to December 2014.





**LEANN SCHAFER**  
New Rockford, ND

**How did you get into farming?** I grew up on a diversified livestock and crop farm in western North Dakota and then married a farmer and rancher from New Rockford.

**How long have you grown dry beans?** My husband starting raising dry beans in the late '80s. We were married in 1991 and I was introduced to edible beans. We have progressed from cutting beans with a knife and rod, to Picketing, and are now planting upright bean varieties to allow for swathing or

direct harvest.

**What classes of beans do you grow and why?** Primarily Pinto beans. We had also grown Black Turtle Beans for a short period, but decided to stay with one variety for ease of combining and less equipment clean out. Pinto beans do well in our area and we have access to many pinto bean processing plants that are close by.

**What's the best tractor you ever owned? Why?** JD 8210. We like the versatility of this tractor in row crops, as well

as its power and power shift on the grain cart.

**What is your favorite thing to do on the farm?** Planting and harvesting. The smell of fresh worked soil in the spring makes me excited for the crops to grow. I also enjoy harvesting corn. It is a fun crop to harvest because of the speed the combine can travel and it keeps the grain cart operator busy.

**What is your biggest challenge as a farmer?** Marketing and being dependent on Mother Nature.

**If you won a trip to travel anywhere in the world, where would you go and why?** New Zealand. It is a small, but industrious country that strives to make the most of their natural re-

sources. The climate is very diverse from one end of the northern island to the southern island, and from east to west. A person can experience a wide range of topography and farming practices in a relatively short distance.

**What's your favorite tool?** Cordless drill.

**What do you like to do in your free time?** I keep busy with our kids' activities of sports, 4-H, FFA, judging, and showing livestock.

**Tell us about your farm?** We have a diversified livestock and crop farm. We raise corn, soybeans, pinto beans and seed oats. We have a cow-calf operation, finishing feedlot, and a feed dealership.



**CHAD ANVINSON**  
Oslo, MN

**How did you get into farming?** I'm a third generation farmer, with my father and great uncles farming before me.

**What other work have you done?** Instructor of Farm Business Management in Hallock MN, and an Instruc-

tor of Farm Operations & Management for Northland Community College in East Grand Forks, MN.

**What crops do you grow?** Wheat, dry beans, soybeans, and corn.

**How long have you been**

**growing edible beans?** Our farm has been raising dry beans since the late 1960s.

**What class do you grow, and why?** I have grown pintos, small reds, blacks and navies. The last few years I've been growing pintos and small reds to simplify things.

**What's your favorite piece of equipment?** Pickett One Step because I like the peace and quiet of working in the middle of the night.

**What's your biggest chal-**

**lenge as a farmer?** Labor force and market volatility. Big price swings in a short amount of time was unheard of not many years ago.

**If you won a trip anywhere in the world, where would you go and why?** Australia, why not?

**Tell us about your farm.** It's located along the shores of Oslo, Mn.

**Any advice to others?** Keep networking and learning.

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